US EXECUTIVE APPROVAL FORM

CUSTOMER NAME: Smithfield Foods
PARTNER/VAD NAME:

GOVERNMENT EXHIBIT
P1193
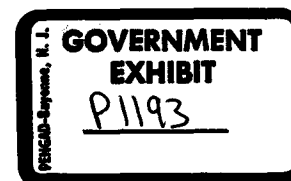
SECTION I - Approval Requests:
HQAPP Requests:

    1. 2 Year Price Lic\Support Hold if minimum $2M Software purchased by August 31, 2003 (60% worst case) on similar products. We will lead with August 15th.

TIER 1 Requests:

1. Price Hold 60% to August 31, 2003 (we will lead with August 15, 2003)
2.

TIER 2/3 Requests:

1.Majority owned subs > 50% with or without exhibit subs do not agree in writing but HQ has the authority to bind subs and will bind.
2.Divestiture up to 1 year
3. Minimum purchase of $ 150K for each transaction going forward.

Previously approved requests (include date of approval):
1.
2.

SECTION II – Deal Summary: Smithfield Foods is looking to purchase the minimum licenses and support necessary to conduct a Conference Room Pilot (CRP) for the Order To Cash workflow. They will use the CRP to assess Oracle's capabilities as Oracle does not have referenceable OTC customers in the food processing industry vertical.

Once the CRP is complete (slated for mid July), this deal will provide the customer with the option to purchase the full roll out's worth of licenses (Deployment) at a worst case 60% discount (net $ 1.9L) . The CRP licenses will likely be Term licenses to keep short term costs (risk) to a minimum, and will be discounted at the same worst case discount through August '03.   We will lead with 50%. In the event that Smithfield chooses to purchase Perpetual licenses for the CRP, we are seekint the same 60% worst case discount. The price hold is requested through August to allow for slippage.   OCS is actively bidding for the CRP and roll out work, and has a fixed price proposal submitted for $3M +.

Deal Summary	
Programs	Database EE,Diagnostic Pack, Tuning Pack, Change Management Pack, 9iAS, Open Systems Gateway,Marketing Online, Trade Management,iStore,Order Management, Release Management, Advanced Pricing, Configurator, Demand Planning,iReceivables
License Discount	_60 % CRP licenses 60% Deployment
Support Discount	_60 % CRP Licenses 60% Deployment
Comp & Admin Discount	
Phased Implementation for Comp & Admin?	See checklist below and forward a spreadsheet to NASINFO/OGEHINFO
Subset of Users	See checklist below and forward a spreadsheet to NASINFO/OGEHINFO
Support Options/Holds	60% Price Hold and Flat Line Support 2 Years if signed by August 31,

	2003 and minimum of $1.9M in license is purchased
Price Holds	60% Price Hold on Perpetual licenses in Set if signed by August 31, 2003 and minimum $1.9M in license is purchased.
Two Part Deal **Part 1**	**These are the licnese necessary for the Conference Room Pilot (CRP) to complete the initial evaluation of Oracle Applications Software.**
List License CRP Mins	$445,700
List Support CRP Mins	$98,054
List Comp & Admin	
Net License CRP Mins	$89,140 (1 Year Lease)
Net Support CRP Mins	$39,222 (1 Year Lease)
Net Comp & Admin	
Net Total Price CRP Mins	$128,362(1 Year Lease)
Price List Used	March 2003

Part 2 - Order To Cash Applications deal (see attached ss for detail)

60% Worst Case Discount with Post CRP Depoloyment Licenses. These licences are for the Deployment requirements at the conclusion of the CRP to be completed by July 15th and purchased by August 31st (again, we will lead with August 31st).

List License Deploy	$4,888,450
List Support Deploy	$ 1,075,459
List Comp & Admin	
Net License Deploy	$1,956,880
Net Support Deploy	$ 430,514
Net Comp & Admin	
Net Total Price Deploy	$ 2,387,394
Price List Used	March 2003

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Customer History - Existing Price Holds	
Existing contractual discount (price hold)	No
Date of Price List for price hold	
When does price hold expire?	
Price hold program categories (database, server, erp, crm, hr/payroll, app suite)	
Name of Agreement if applicable	

SECTION III - Justification:

Smithfield Foods is an existing Oracle APPS Customer (Financials and HR) who is currently implementing with OCS. Oracle does not have applicable references for Order to Cash in the food /process manufacturing vertical. Smithfield would be an excellent reference candidate as they own 24% of this $ 36B market (pork production).

Smithfield is extremely risk averse and is willing to proceed with an Oracle OTC solution (in spite of our lack of references) if Oracle agrees 1) to lock in pricing now for the full Order to Cash solution, good through Q1, and 2) support a CRP with Term licenses discounted at the same discount as the full roll out licenses.

Smithfield will pay for consulting services to implement the CRP, and is likely to work with OCS, but is also evaluating IBM/Pwc and CSC.   OCS has currently submitted a $ 3M fixed bid proposal to Smithfield for the CRP and OTC go-live.

This deal is competitive with SAP, who has significant presence in this industry space, including installations at Conagra and Tyson.

Recommendation: *(leave blank for HQAPP to fill out)*

Submitted By: *(fill in rep name and AVP name here)*
Field RM name if submitted by OracleDirect:

R:　*(leave blank for HQAPP to fill out)*
C:
L:
A:
BP:

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PLEASE NOTE THAT HQAPP WILL NOT REVIEW ANYTHING BELOW AND NOTHING BELOW WAS CONSIDERED FOR THEIR APPROVAL. ONLY DETAILS IN THE REQUEST SECTION (SECTION I) ABOVE WERE CONSIDERED IN THE APPROVAL GRANTED.

SECTION V – Ordering Document Details

Instructions - Fill in all sections completely.

APPROVAL REQUIREMENTS - Refer to the Approval Matrix at http://esource.oraclecorp.com
PRICING REQUIREMENTS – Refer to Price List and Price List Supplement for minimums and prerequisites.
PRICING SPREADSHEET – Include a pricing spreadsheet showing all products, quantities, license types, pricing, and discounts. Indicate if discount for drafting contract differs from approved discount.
MIGRATIONS - If your deal contains a migration, you must submit a Migration Worksheet to the ELM (eBusiness License Migrations) team. Refer to http://nafo.us.oracle.com under the Contract Management tab and e-Business License Migrations header to download the spreadsheet and for additional information.

Note: All business approvals & quotes are valid through the quarter they were approved, unless a formal RFP or Tender requires a longer validity period.

General Information	
Contract requested by (insert date): After all approvals are obtained - Allow 24 hours for standard contracts and 48 hours for non-standard contracts.	March 21, 2003
Opportunity I.D. (OSO Number):	866928
Is this a ship order?	__X__ Yes _____ No
Deal Structure (indicate Direct, Pass-Through, Sublicense, or Trial License):	Direct
Is this deal the result of a compliance issue that LMS has been involved in?	_____Yes _____No
Does deal contain new licenses with an *approved* non-supported license type (i.e. metric is not nor ever has been on Oracle's price list):	_____Yes (specify non-supported license type and eBusiness license type used to determine conversion) __X__No
Quote Valid Through (insert date):	April 15
Partner (insert name, if applicable)?	Margin or % of net license fees_____
VAD (insert name, if applicable)?	Margin or % of net license fees_____
PARTNER PAYMENT: If this is a direct deal, does it involve a Partner Referral Fee? If yes, specify payment type:	_____Yes _____No _____Applications Affiliate Fee _____ROP Fee *(GB Use Only)*
MIGRATIONS OR UPDATES:	Yes __X__No
PREMIUM SERVICES:	Yes __x__No
INCIDENT PACKS:	Yes __x__No
INTERNATIONAL: Requires an International Notification Form to be forwarded to your manager, contract specialist, and NASINFO or OGEHINFO.	_____Yes __x_No
Payment Terms:	__x__Net 30 _____Other (Specify)_____
Referenced Agreement:	_____New OLSA _____Other (Specify)_____

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Customer and Administrative Information – all fields must be filled in	
Customer's EXACT Legal Name:	**Smithfield Foods Incorporated**
Business Address:	200 Commerce St
City / State / Zip:	Smithfield, VA 23430
Customer Contract Admin:	Mansour Zadeh
Phone #:	757.365.3039
Fax #:	757.365.3098
E-mail ID:	mansourzadeh@smithfieldfoods.com
Billing Contact:	Mansour Zadeh
(Partner/VAD if Indirect):	
Address:	200 Commerce St.
City / State / Zip:	Smithfield, VA 23430
Phone #:	757.365.3039
Fax #:	757.365.3098
E-mail ID:	mansourzadeh@smithfieldfoods.com
Tax Status :	Exempt ___ (Need certificate for ship to state if not on Oracle's Tax Exemption Log)
	Non-Exempt _X_
Shipping Contact:	**Brian Howard**
Address:	200 Commerce St
City / State / Zip:	Smithfield, VA 23059
Phone #:	800.539.4727
Fax #:	
E-mail ID:	**brianhoward@smithfieldfoods.com**
Technical Support Contact:	WT Gutherie
Address:	200 Commerce St.
City / State / Zip:	Smithfield, VA 23059
Phone #:	800.539.4727
Fax #:	757.437.1287
Email ID:	**wtguthrie@smithfieldfoods.com**
Partner Name (Indirect):	
Address:	
City / State / Zip:	
Contact Admin:	
Phone #:	
Fax #:	
E-mail ID:	

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Education (EPPC)
Education Prepaid Credit Amount: $_____
Education Discount: ____%
Education Revenue: $_____
Education Sales Rep:

● ●

PROCESSOR/NAMED USER PROGRAMS/COMPUTER PROGRAMS (REQUIRED INFORMATION)

Make and Operating System required for each program:
Make: IBM
OS: AIX
PROGRAMS:

Database EE,
Diagnostic Pack
Tuning Pack
Change Pack
9iAS
Open Gateway
Marketing Online
Trade Management
Order Management
Release Management
Advanced Pricing
Configurator
Demand Planning
iReceivables

● ●

Applications	
Will applications be modified:	___ Yes X No
Will users be accessing modified Apps from the web:	___ Yes X No
Have all prerequisites been included:	X Yes ___ No
Will users use Fast Forward RPM:	___ Yes x No
Will applications be hosted:	___ Yes x No
Indicate database that Apps will run on:	AIX partionable 4 way for CRP.
Indicate CSI for existing prerequisite database and tools:	NA

Options not requiring HQAPP, Tier 1, or Tier 2 Approval	
(1)	Financing through OFD.
(2)	Language that Oracle can refer to customer in Mktg Activities
(3)	Reference existing SLSA Date November 1997)
(4)	Segmentation Language
(5)	Order of Precedence

Internal Administrative Information	
Applications Sales Manager	Frank Bagli
Technology Sales Manager	Dennis Nuutinen

Account Manager	Frank Bagli
OracleDirect Rep	Tom Bagley
Education Sales Rep	Ana Besu
Support Renewals Rep	
Premium Support Rep	Mike Clements
Migrations Manager	
Is there a teaming agreement?	____Yes (if yes, list all appropriate reps) _X_ No
Requester:	Name: ____Frank Bagli_____ Business Telephone: ____804.306.5790_____ Cell Phone: ____804.306.5790_____

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